

Message Text

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ACTION EB-11

INFO OCT-01 ARA-16 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 SS-15 NSC-10 L-03 H-03

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FM AMEMBASSY GUATEMALA

TO SECSTATE WASHDC PRIORITY 0933

C O N F I D E N T I A L GUATEMALA 4748

E.O.11652: GDS

TAGS: ETRN, GT

SUBJECT: CIVAIR: PAN AMERICAN SITUATION

REF: GUATEMALA 4617

1. PAN AM EXECUTIVE BROWN CALLED AT EMBASSY SEPTEMBER 27 TO INFORM US THAT TWO POSSIBLE SNAGS HAD DEVELOPED DURING DISCUSSIONS WITH VICE MIN COMMUNICATIONS BELTRANENA WITH REGARD SCHEDULES TO BE PUT INTO EFFECT OCTOBER 28-- QUESTION OF SAN PEDRO SULA PORTION OF NEW ORLEANS FLIGHT AND A FEELER FROM THE GOG AS TO THE POSSIBILITY THAT PAN AM WOULD ALLOW AVIATECA AN "EXCLUSIVE" RUN TO MIAMI ONE DAY A WEEK. BROWN SAID THAT IN DISCUSSION OF THE SAN PEDRO SULA PROBLEM, IN WHICH HE POINTED OUT THE IMPORTANCE OF THAT PORTION OF THE RUN FOR PASSENGERS FROM THE U.S. WEST COAST AND NEW ORLEANS (IF THE PAN AM PLANE COULD NOT CONTINUE ON TO SAN PEDRO, THESE PASSENGERS WOULD HAVE TO OVERNIGHT IN GUATEMALA, AS CONNECTIONS WITH OTHER LINES DID NOT MATCH THEIR SCHEDULES) HE INDICATED TO BELTRANENA THAT PAN AM WOULD NOT EXPECT TO CARRY LOCAL TRAFFIC TO SAN PEDRO (I.E. PASSENGERS ORIGINATING IN GUATEMALA) BUT NEEDED AUTHORITY TO CARRY PASSENGERS ORIGINATING IN U.S. ADDITIONALLY, HE EXPLAINED SCHEDULING PROBLEMS THAT WOULD ARISE BY ATTEMPTING TO GIVE AVIATECA AN EXCLUSIVE DAY TO MIAMI BY CANCELLING ONE FLIGHT A WEEK.

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BELTRANENA PROMISED TO DISCUSS PROBLEMS WITH MINISTER OF

COMMUNICATIONS AND SAID HE WOULD DISCUSS MATTER FURTHER WITH PAN AM OFFICIALS AFTER HAVING SEEN MINISTER.

2. BROWN, ACCOMPANIED BY PAN AM MANAGER DAVISON AND PORRAS CALLED AGAIN AT EMBASSY AFTERNOON OF SEPTEMBER 28 TO BRIEF US ON CURRENT STATUS OF PROBLEM. BELTRANENA INFORMED THEM, AFTER HIS DISCUSSION WITH MINISTER, THAT GOG HAD GIVEN UP IDEA OF EXCLUSIVE DAY TO MIAMI FOR AVIATECA. HE SAID, HOWEVER, THAT MINISTER WAS ADAMANT THAT PAN AM NOT SERVICE SAN PEDRO SULA DIRECTLY FROM GUATEMALA. HE ADDED THAT GOG WOULD HAVE NO PROBLEM WITH PAN AM'S SERVICING SAN PEDRO FROM AN INTERMEDIATE POINT--I.E., GUATEMALA TO SAN SALVADOR OR TO NICARAGUA AND ON TO SAN PEDRO. (UNDER CURRENT CIRCUMSTANCES, OF COURSE, DIRECT SAN SALVADOR-SAN PEDRO SULA RUN IMPOSSIBLE.) ADDITIONALLY, AND TO BROWN'S GREAT SURPRISE AND DISCOMFITURE, BELTRANENA SAID MINISTER WOULD APPROVE DAILY NEW YORK-WASHINGTON TO GUATEMALA FLIGHT ONLY IF PAN AM WOULD GUARANTEE THAT IT WOULD INDUCE DELTA AIRLINES TO SERVICE GUATEMALA. (BROWN SPECULATES THAT THIS STRANGE CONDITION RESULTS FROM GOG SENSITIVITY RE PAN AM "MONOPOLY" POSITION AS A U.S. CARRIER IN GUATEMALA.) BROWN TOLD BELTRANENA THAT PAN AM COULD HARDLY GUARANTEE WHAT ANOTHER AMERICAN AIRLINE WOULD OR WOULD NOT DO, AND HE TOLD BELTRANENA THAT PAN AM HAD DISCUSSED THIS PROBLEM WITH DELTA IN THE PAST AND THAT DELTA HAD SHOWN LITTLE INTEREST.

3. BROWN TOLD US THAT WHILE DENIAL OF SAN PEDRO SULA PORTION OF NEW ORLEANS ROUTE WOULD CAUSE PAN AM PROBLEMS AND HE CERTAINLY WAS UNHAPPY ABOUT GOG DECISION, IT WAS NOT A MATTER OF GREAT CONSEQUENCE, AS SOME ALTERNATIVE FOR SERVICING SAN PEDRO COULD LIKELY BE FOUND. HOWEVER, HE IS AT A LOSS AS TO WHAT TO DO ABOUT REQUEST CONCERNING DELTA. BELTRANENA SUGGESTED TO PAN AM REPRESENTATIVES THAT THEY DISCUSS MATTER WITH MINISTER DIRECTLY. HOWEVER, PAN AM REPS' EFFORTS TO SEE MINISTER TODAY HAVE BEEN FRUITLESS AS HE TIED UP WITH MEXICAN MISSION THAT IS CURRENTLY VISITING GUATEMALA. THEY WILL KEEP TRYING, ALTHOUGH BROWN RETURNING TO U.S. TONIGHT, AND HE IS LEAVING PROBLEM IN DAVISON'S HANDS.

4. INASMUCH AS TODAY, SEPTEMBER 28, IS DEADLINE FOR FILING
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PLANNED SCHEDULE FOR OCTOBER 28, THEY HAVE FORMALLY FILED PLAN (INCLUDING SAN PEDRO RUN AND DAILY NEW YORK-WASHINGTON FLIGHTS) DESPITE LACK OF ADVANCE MEETING OF MINDS ON THE SCHEDULE. BROWN SAID THAT WITH REGARD TO GUATEMALA-SAN PEDRO PORTION OF NEW ORLEANS RUN, PAN AM MADE MARGINAL NOTE ON SCHEDULE THAT THEY DID NOT INTEND CARRY "FIFTH FREEDOM" TRAFFIC--I.E., PASSENGERS ORIGINATING IN GUATEMALA.

5. PAN AM OFFICIALS HAVE INDICATED THEY WOULD INFORM US
OF FURTHER DEVELOPMENTS IF THEY ARE SUCCESSFUL IN REACHING
MINISTER.
DREYFUSS

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